Company Tracking Number:

TOI: MS021 Individual Medicare Supplement - Pre- Sub-TOI: MS021.000 Medicare Supplement - Pre-

Standardized Standardized Standardized

Product Name: PreCore

Project Name/Number: /

### Filing at a Glance

Company: Physicians Mutual Insurance Company

Product Name: PreCore SERFF Tr Num: PHYS-126892645 State: Arkansas

TOI: MS02I Individual Medicare Supplement - SERFF Status: Closed-Approved- State Tr Num: 47226

Pre-Standardized Closed

Sub-TOI: MS02I.000 Medicare Supplement - Co Tr Num: State Status: Approved-Closed

Pre-Standardized

Filing Type: Rate Reviewer(s): Stephanie Fowler

Authors: Tracy Comba, Richie

Hinman

Date Submitted: 11/05/2010 Disposition Status: Approved-

Closed

Disposition Date: 11/23/2010

Implementation Date Requested: 04/01/2011 Implementation Date: 04/01/2011

State Filing Description:

### **General Information**

Project Name: Status of Filing in Domicile: Pending

Project Number:

Requested Filing Mode: Review & Approval

Explanation for Combination/Other:

Submission Type: New Submission

Overall Rate Impact: 3%

Date Approved in Domicile:

Domicile Status Comments:

Market Type: Individual

Group Market Size:

Group Market Type:

Filing Status Changed: 11/23/2010 Explanation for Other Group Market Type:

State Status Changed: 11/23/2010

Deemer Date: Created By: Tracy Comba

Submitted By: Tracy Comba Corresponding Filing Tracking Number:

Filing Description:

AGENCY KINDS: P115, P192, P197, R161, R162, R179, R180, R190, R193, R194, R200, R201, R202, R203

This filing is our annual filing of premium rates and loss ratio projections for 2011 for the above-listed kinds.

This filing meets the reporting requirements as set forth under Section 13 C of the NAIC model regulation. In addition, it shows that we meet, or can reasonably expect to meet, all of the mandated loss ratio standards. Our reporting format

Company Tracking Number:

TOI: MS02I Individual Medicare Supplement - Pre- Sub-TOI: MS02I.000 Medicare Supplement - Pre-

Standardized Standardized Standardized

Product Name: PreCore

Project Name/Number:

closely follows the order of presentation in Section III of the NAIC compliance manual.

We look forward to your approval of this filing. If you have any questions or need any additional information, please contact me at (402) 633-5782 or at fax number (402) 633-1096 or at e-mail address richie.hinman@physiciansmutual.com.

DIRECT RESPONSE P192, P315, P393/R620, P393/R621, P393/R622, P397/R631, P397/R633

This filing is a combination of our annual filing of premium rates and loss ratio projections and our proposed rate revision for 2011. It has been organized into two separate sections.

The first section of this filing meets the reporting requirements as set forth under Section 13 C of the NAIC model regulation. In addition, it shows that we meet, or can reasonably expect to meet, all of the mandated loss ratio standards. Our reporting format closely follows the order of presentation in Section III of the NAIC compliance manual.

The second section of this filing explains our need for a rate revision. This section also follows the order of presentation in Sections III and IV of the NAIC compliance manual.

We look forward to your approval of this filing. If you have any questions or need any additional information, please contact me at (402) 633-5782 or at (402) 633-1096 or at e-mail address richie.hinman@physiciansmutual.com.

### **Company and Contact**

#### **Filing Contact Information**

Richie Hinman, Re-Rating Supervisor richie.hinman@physiciansmutual.com

2600 Dodge Street 402-633-5782 [Phone] Omaha, NE 68131 402-633-1096 [FAX]

**Filing Company Information** 

Physicians Mutual Insurance Company CoCode: 80578 State of Domicile: Nebraska

2600 Dodge StreetGroup Code: 367Company Type:Omaha, NE 68131Group Name:State ID Number:

(402) 633-1188 ext. [Phone] FEIN Number: 47-0270450

-----

Company Tracking Number:

TOI: MS021 Individual Medicare Supplement - Pre- Sub-TOI: MS021.000 Medicare Supplement - Pre-

Standardized Standardized

Product Name: PreCore

Project Name/Number: /

### **Filing Fees**

Fee Required? Yes

Fee Amount: \$50.00

Retaliatory? No

Fee Explanation: \$50 per review of filing

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

Physicians Mutual Insurance Company \$0.00 11/05/2010

Company Tracking Number:

TOI: MS02I Individual Medicare Supplement - Pre- Sub-TOI: MS02I.000 Medicare Supplement - Pre-

Standardized Standardized

Product Name: PreCore

Project Name/Number:

### **Correspondence Summary**

#### **Dispositions**

Status	Created By	Created On	Date Submitted
Approved-	Stephanie Fowler	11/23/2010	11/23/2010

 SERFF Tracking Number:
 PHYS-126892645
 State:
 Arkansas

 Filing Company:
 Physicians Mutual Insurance Company
 State Tracking Number:
 47226

Company Tracking Number:

TOI: MS021 Individual Medicare Supplement - Pre-Standardized Sub-TOI: MS021.000 Medicare Supplement - Pre-Standardized

Product Name: PreCore

Project Name/Number: /

### **Disposition**

Disposition Date: 11/23/2010 Implementation Date: 04/01/2011

Status: Approved-Closed

Comment: The requested rate increase has been approved to be implemented on or after April 1, 2011. This approval is subject to the following:

- Increases will not be given more frequently than once in a twelve-month period;
- The insureds shall be notified by the insurer of its intention to increase the rate for renewal not less than thirty (30) days prior to the effective date of the renewal.

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where required):	Minimum % Change (where required):
			Program:				
Physicians Mutual Insurance Company	3.000%	3.000%	\$3,957	32	\$130,621	5.000%	0.000%

Company Tracking Number:

TOI: MS021 Individual Medicare Supplement - Pre- Sub-TOI: MS021.000 Medicare Supplement - Pre-

Standardized Standardized

Product Name: PreCore

Project Name/Number:

ScheduleSchedule ItemSchedule Item StatusPublic AccessSupporting DocumentHealth - Actuarial JustificationApprovedNoRateRate PagesApprovedYesRateRate PagesApprovedYes

SERFF Tracking Number: PHYS-126892645 State: Arkansas 47226

Filing Company: Physicians Mutual Insurance Company State Tracking Number:

Company Tracking Number:

TOI: MS02I Individual Medicare Supplement - Pre-Standardized Sub-TOI: MS02I.000 Medicare Supplement - Pre-Standardized

Product Name: PreCore

Project Name/Number:

### **Rate Information**

Rate data applies to filing.

Filing Method: Serff

**Rate Change Type:** Increase

**Overall Percentage of Last Rate Revision:** 7.400%

**Effective Date of Last Rate Revision:** 04/01/2010

Filing Method of Last Filing: Serff

### **Company Rate Information**

Company Name:	Overall %	Overall % Rate	Written	# of Policy	Written	Maximum %	Minimum %
	Indicated	Impact:	Premium	Holders	Premium for	Change (where	Change (where
	Change:		Change for	Affected for this	this Program:	required):	required):
			this	Program:			
			Program:				
Physicians Mutual	3.000%	3.000%	\$3,957	32	\$130,621	5.000%	0.000%
Insurance Company							

Company Tracking Number:

TOI: MS02I Individual Medicare Supplement - Pre- Sub-TOI: MS02I.000 Medicare Supplement - Pre-

Standardized Standardized

Product Name: PreCore

Project Name/Number:

### Rate/Rule Schedule

Schedule Document Name: Item Status:	Affected Form Numbers: (Separated with commas)	Rate Action:*	Rate Action Information	n:	Attachments
Approved Rate Pages 11/23/2010	P115, et al.	Other	Previous State Filing Number: Rate Action Other Explanation:	43913 Annual Rate Filing	AR_2011_Rates_ AG.pdf PreCore_AREAS _Agency.pdf
Approved Rate Pages 11/23/2010	P192, et al.	Revised	Previous State Filing Number: Percent Rate Change Request:	43913 5.000	AR_2011_Rates_ DR.pdf

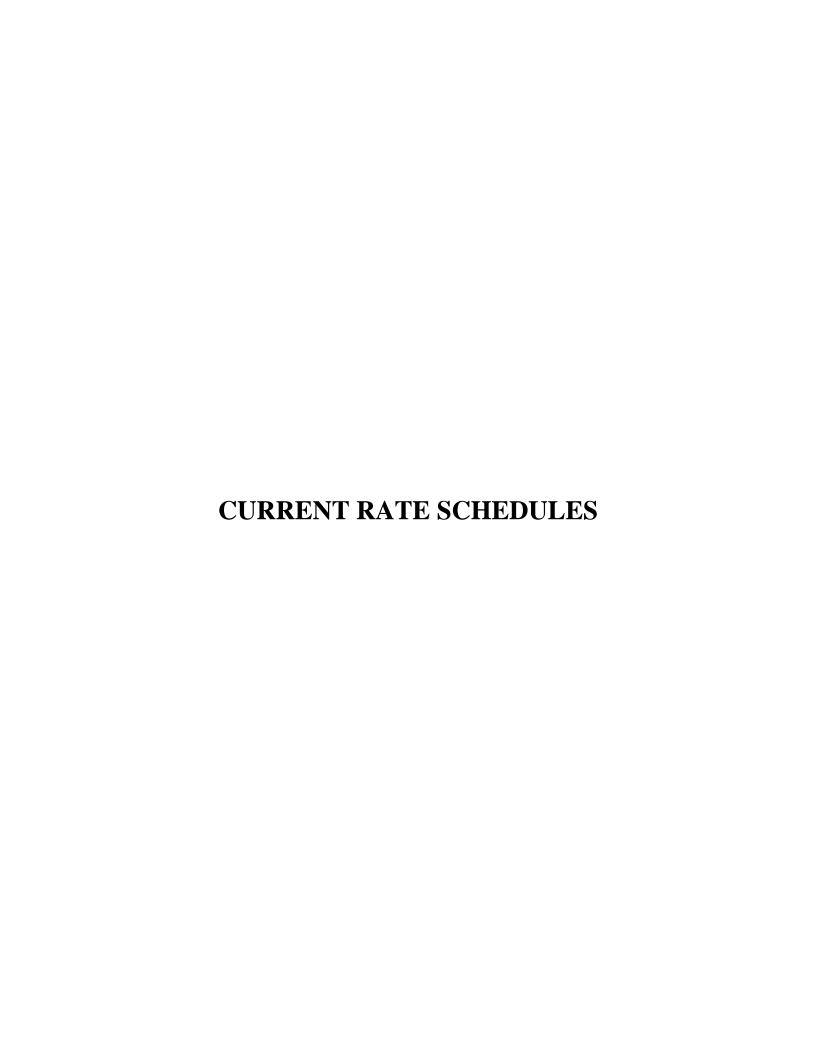


TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM P115
AGENCY SALES
20% OF PART B BILLED
ARKANSAS

AGE		2010 MONTHLY BASE PREMIUM
00-99	NON-UNDERWRITTEN UNDERWRITTEN	\$327.18 \$268.17

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL:MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM P192
AGENCY SALES
20% OF PART B BILLED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$327.18

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: 1.000 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM P197
AGENCY SALES
20% OF PART B BILLED
ARKANSAS

AGE		2010 MONTHLY BASE PREMIUM
00-99	NON-UNDERWRITTEN UNDERWRITTEN	\$308.63 \$252.99

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL:MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM R161
AGENCY SALES
40% OF PART B BILLED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$63.72

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: 1.000 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R162
AGENCY SALES
CONVALESCENT NURSING FACILITY CARE
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$89.44

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM R179
AGENCY SALES
100% OF PART B BILLED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$118.38

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R180
AGENCY SALES
PART A DEDUCTIBLE REDUCTION
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99
-\$41.49

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM R190
AGENCY SALES
40% OF PART B BILLED
ARKANSAS

AGE_		2010 MONTHLY BASE PREMIUM
00-99	NON-UNDERWRITTEN UNDERWRITTEN	\$60.13 \$50.00

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL:MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R193 AGENCY SALES 100% OF PART B BILLED ARKANSAS

AGE		2010 MONTHLY BASE PREMIUM
00-99	NON-UNDERWRITTEN UNDERWRITTEN	\$111.69 \$92.95

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL:MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R194
AGENCY SALES
PART A DEDUCTIBLE REDUCTION
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 -\$39.29

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R200
AGENCY SALES
CONVALESCENT NURSING FACILITY CARE
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$89.44

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R201 AGENCY SALES 100% OF PART B BILLED ARKANSAS

AGE		2010 MONTHLY BASE PREMIUM
00-99	NON-UNDERWRITTEN UNDERWRITTEN	\$118.38 \$98.51

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL:MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM R202 AGENCY SALES 40% OF PART B BILLED ARKANSAS

AGE		2010 MONTHLY BASE PREMIUM
00-99	NON-UNDERWRITTEN UNDERWRITTEN	\$60.13 \$50.00

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL:MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM R203
AGENCY SALES
PART A DEDUCTIBLE REDUCTION
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 -\$36.67

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

### PHYSICIANS MUTUAL INSURANCE COMPANY

Omaha, Nebraska

### Pre-Standardized Medicare Supplement Area Rating Factors by ZIP Code Agent Sold Business

	ARE	A A	AREA F	AREA G	AREA H	AREA I	AREA J
	027-029	580-589	010-016	017-019	020-022	100-102	330-333
	030-039	590-599	023-028	070-073	103-104	190-191	900-918
	050-059	607-629	060	080-081	111-114	334	926-928
	061-067	630-659	068-069	106-108	116	482	
	090-099	660-679	074-079	110	189	485	
	120-124	680-699	082-089	115	192-194	941	
	128-149	702	105	117-119	200		
	155	705-706	109	150-152	202-205		
	157-179	709-715	125-127	186-187	484		
	182-183	716-729	153-154	207-214	920-925		
	188	730-749	156	222-223	930-931		
	195-196	750-799	180-181	320-322	933		
	197	800-801	184-185	602-603	940		
	199	803-819	198	606	942-946		
	201	820-831	206	890			
	224-246	832-839	215-219	894-895			
	246-268	840-849	220-221	947-951			
	270-289	854-869	327-329	894-895			
	290-299	870-889	335-339	947-951			
	310-319	899	342				
	323-326	919	347				
	340-341	962-966	480-481				
	343-346	967-969	486				
	348-349	970-979	600-601				
	350-369	980-994	604-605				
	370-385		700-701				
	386-399		703-704				
	425-429		707-708				
	430-459		802				
	460-479		850-853				
	483		891-893				
	487-499		896-898				
	521-529		929				
	530-549		935-939				
	550-569		952-961				
L	570-579		995-999				

AREA A	AREA F	AREA G	AREA H	AREA I	AREA J
1.00	1.15	1.25	1.35	1.50	1.70

PRECORE-STD-070193

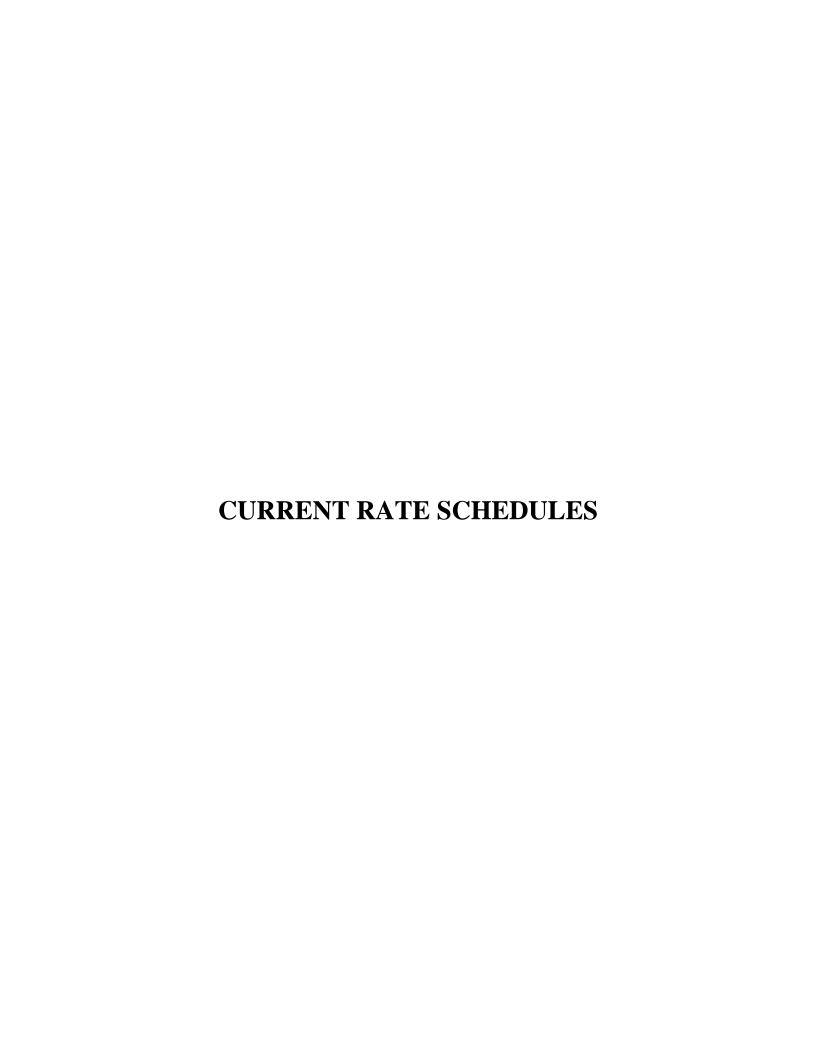


TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM P192
DIRECT RESPONSE SALES
20% OF PART B BILLED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$338.56

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: 1.000 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM P315
DIRECT RESPONSE SALES
100% OF PART B BILLED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$359.09

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

### MEDICARE SUPPLEMENT POLICY

FORM P393/R620
DIRECT RESPONSE SALES
20% OF APPROVED WITH \$200 DEDUCTIBLE
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$312.81

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .930 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

### MEDICARE SUPPLEMENT POLICY

FORM P393/R621
DIRECT RESPONSE SALES
20% OF APPROVED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$342.07

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .930 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P393/R622 DIRECT RESPONSE SALES 100% OF PART B BILLED ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$566.06

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .930 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

### MEDICARE SUPPLEMENT POLICY

FORM P397/R631
DIRECT RESPONSE SALES
20% OF APPROVED WITH \$200 DEDUCTIBLE
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$262.88

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

TABLE OF RATES

### MEDICARE SUPPLEMENT POLICY

FORM P397/R633
DIRECT RESPONSE SALES
100% OF PART B BILLED
ARKANSAS

2010
MONTHLY
BASE
PREMIUM

00-99 \$359.09

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

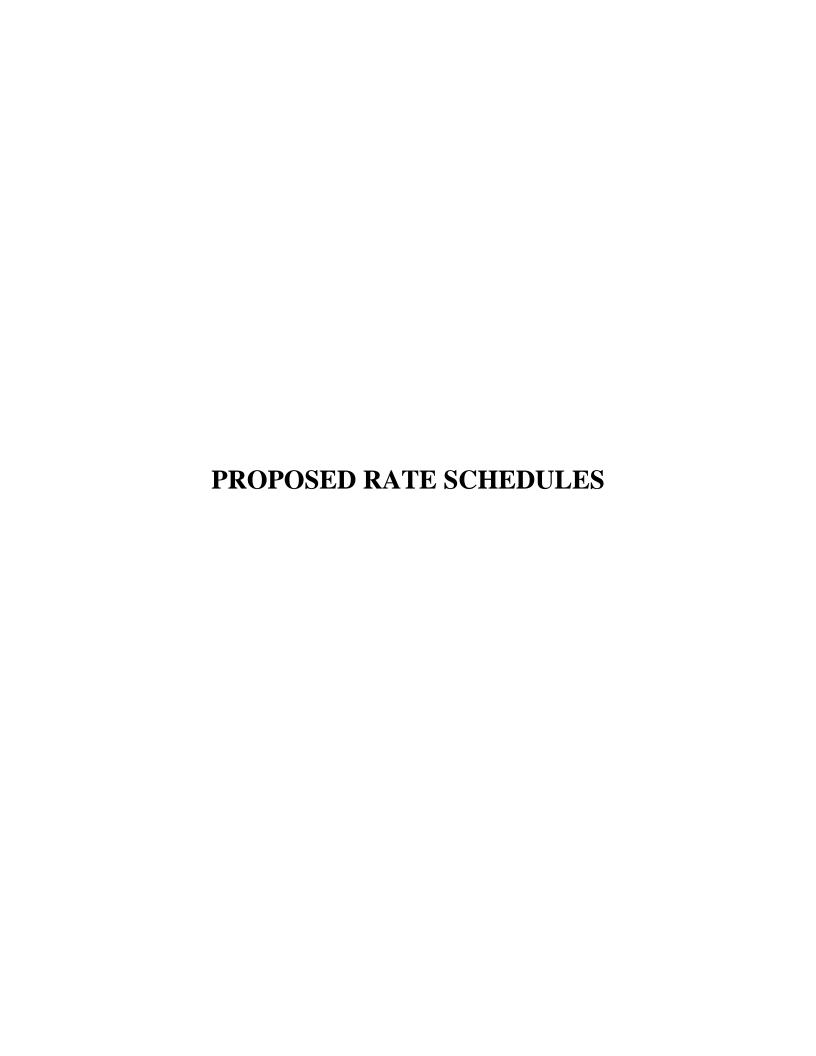


TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P192
DIRECT RESPONSE SALES
20% OF PART B BILLED
ARKANSAS

2011
ISSUE AGE
MONTHLY
BASE PREMIUM

00-99 \$355.49

AGE

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: 1.000 QRTRLY: 2.860 SEMI-ANN: 5.620 ANNUAL: 10.910.

P192-DR-AR-102810

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P315
DIRECT RESPONSE SALES
100% OF PART B BILLED
ARKANSAS

2011 ISSUE AGE MONTHLY BASE PREMIUM

00-99 \$377.04

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

IF THE SPOUSE IS COVERED BY THE SAME POLICY, THEN THE RATE FOR THE SPOUSE WILL BE 90% OF THE ABOVE QUOTED MONTHLY RATES.

AGE

P315-DR-AR-102810

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P393/R620
DIRECT RESPONSE SALES
20% OF APPROVED WITH \$200 DEDUCTIBLE
ARKANSAS

2011
ISSUE AGE
MONTHLY
AGE
BASE PREMIUM

00-99 \$328.45

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .930 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

IF THE SPOUSE IS COVERED BY THE SAME POLICY, THEN THE RATE FOR THE SPOUSE WILL BE 90% OF THE ABOVE QUOTED MONTHLY RATES.

P393/R620-DR-AR-102810

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P393/R621
DIRECT RESPONSE SALES
20% OF APPROVED
ARKANSAS

2011 ISSUE AGE MONTHLY BASE PREMIUM

00-99 \$359.17

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .930 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

IF THE SPOUSE IS COVERED BY THE SAME POLICY, THEN THE RATE FOR THE SPOUSE WILL BE 90% OF THE ABOVE QUOTED MONTHLY RATES.

AGE

P393/R621-DR-AR-102810

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P393/R622 DIRECT RESPONSE SALES 100% OF PART B BILLED ARKANSAS

> 2011 ISSUE AGE MONTHLY BASE PREMIUM

AGE

00-99 \$594.36

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .930 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

IF THE SPOUSE IS COVERED BY THE SAME POLICY, THEN THE RATE FOR THE SPOUSE WILL BE 90% OF THE ABOVE QUOTED MONTHLY RATES.

P393/R622-DR-AR-102810

TABLE OF RATES

#### MEDICARE SUPPLEMENT POLICY

FORM P397/R631
DIRECT RESPONSE SALES
20% OF APPROVED WITH \$200 DEDUCTIBLE
ARKANSAS

2011
ISSUE AGE
MONTHLY
AGE
BASE PREMIUM

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

IF THE SPOUSE IS COVERED BY THE SAME POLICY, THEN THE RATE FOR THE SPOUSE WILL BE 90% OF THE ABOVE QUOTED MONTHLY RATES.

00-99

P397/R631-DR-AR-102810

\$276.02

TABLE OF RATES

MEDICARE SUPPLEMENT POLICY

FORM P397/R633
DIRECT RESPONSE SALES
100% OF PART B BILLED
ARKANSAS

2011 ISSUE AGE MONTHLY BASE PREMIUM

00-99 \$377.04

TO OBTAIN MONTHLY AUTOMATIC BANK WITHDRAWAL, QUARTERLY, SEMI-ANNUAL, AND ANNUAL: MULTIPLY THE ABOVE QUOTED MONTHLY RATES BY THE FOLLOWING FACTORS ABW: .950 QRTRLY: 2.900 SEMI-ANN: 5.600 ANNUAL: 11.000.

IF THE SPOUSE IS COVERED BY THE SAME POLICY, THEN THE RATE FOR THE SPOUSE WILL BE 90% OF THE ABOVE QUOTED MONTHLY RATES.

AGE

P397/R633-DR-AR-102810